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January 26, 1996

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF SECRETARY

**Ex Parte**

Mr. William F. Caton  
Acting Secretary  
Federal Communications Commission  
1919 M Street, N.W. -- Rm. 222  
Washington, D.C. 20554

**Re: CC Docket 94-1; CC Docket 95-145**

Yesterday, on behalf of Bell Atlantic, Betsy Anderson, Ed Shakin, and I met with Jim Olson, Jerry Duvall, Doron Fertig, George Ford, and Jeffrey Lanning of the Competition Division - Office of the General Counsel to discuss the provision of proprietary data in the context of the above referenced proceedings.

During the meeting the attached material was discussed. Please include this material in the record as appropriate.

If you have any questions, please do not hesitate to contact me.

Sincerely,



Attachment

cc: J. Duvall  
D. Fertig  
G. Ford  
J. Lanning  
J. Olson

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List ABCDE

# Competitors and Services in Baltimore, Maryland

	Video	Local	Access	Toll	LD	Wireless
AT&T	<input type="checkbox"/>					
MCI	<input type="checkbox"/>					
Sprint	<input type="checkbox"/>					
Teleport	<input type="checkbox"/>					
Comcast	<input type="checkbox"/>					
TCI	<input type="checkbox"/>					
MFS	<input type="checkbox"/>					
Current	<input type="checkbox"/>	Within 1996	<input type="checkbox"/>	Future	<input type="checkbox"/>	<input type="checkbox"/>

**MAJOR PLAYERS POSITIONED TO OFFER  
FULL ARRAY OF SERVICES**

**AT&T**

- Recognized leader in the provision of long distance service
- Poised to offer local exchange service; Aug 1995 Wall St. Jou. reports AT&T installing 100 switches to route local calls in every Bell Market - AT&T plans massive first strike against Bells; will allow them to provide interstate/intrastate access; already certified to provide local service in Maryland
- AT&T purchased stake in DirectTV (Jan 1996) to ease entry into DBS; will allow provision of video services and could provide opportunity for joint marketing of video, local and long distance services
- AT&T's acquisition of McCaw makes it the largest cellular carrier, provider of wireless service, in the U.S. with 16% of the nations revenues

**MCI**

- As one of the big three IXCs, a major provider of long distance service
- Coming on strong as provider of local exchange service; MCI Metro (\$2B investment) already in Maryland with approved interconnection tariffs, touts itself as "full service local telephone company" that will provide local exchange services as well as interstate/intrastate access service to other IXCs; proposes \$20B capital project to "battle Baby Bells"
- Alliance with Jones Intercable in Alex. Va. to upgrade system to offer integrated cable, long distance, and local exchange service; purchased minority stake in Interactive Cable Systems Inc. a provider of video services and other cable services
- Provides wireless service through its virtual private network service Vnet; is part of a PCS consortium with intent to offer a nationwide system

**Sprint**

- As one of the big three IXCs, a major provider of long distance service
- Through a joint venture with TCI, Comcast, and Cox Communications, Sprint is providing wireless service via its PCS Spectrum offering; demand for the service has been strong with 40,000 new customers anticipated in the Washington, D.C. area this year; consortium to offer full array of services to include video services, voice, long distance, cable, and local exchange service
- Already a major provider of local exchange service through its United and Centel subsidiaries (6 million local access lines); able to offer interstate/intrastate access service